



I have worked for almost 15 years of in TVS Motor Company as direct purchase person and 4 years worked for TVS Emerald construction as purchase manager. Now I am looking for a senior manager role in any of automotive OEMs. I am sure that, this will elevate me to one step up in better work experience, learning & contribution. My main area of interest would be in Material procurement / Purchase / NPD / New Vendor development / Global Sourcing. Along with that, I have good experience in assembly of engine & Vehicle.

#### **ABOUT CURRENT COMPANY PROFILE**

TVS Motor Company is the third largest 2-wheeler company in India with a consolidated revenue of Rs 243.55 Bn, with 4.95 mn 2W and 1.2 lacs 3W annual production. TVS Motor is also the 2nd largest exporter in India with exports to over 60 Countries. A member of the TVS Group, it is the largest company of the group in terms of size and turnover.

#### **ACADAMIC QUALIFICATION**

- ❖ **MS (Engineering and Manufacturing Management) in M.S. Ramaiah school of advanced studies – Affiliated with Coventry University - UK**
- ❖ **BE (Industrial Engineering) from Indian Institute of Industrial Engineering, Navi Mumbai.**

#### **KEY ACHIEVEMENTS**

- ❖ *Developed and implemented more than 70 parts through Global Sourcing & Domestic procurement which resulted in an annualized cost saving of approx. 1 Crs and also on time delivery of projects without investing at India*
- ❖ *Stayed 4 years in China as sourcing engineer and contributed in cost saving and also learned different types of processes for better product delivery in terms of cost, lead time and quality.*
- ❖ **Successful Completion of Green belt certification**

#### **CORE COMPETENCY**

- ❖ I have worked in China for 4 years on cost saving, ZERO investment and High-volume delivery.
- ❖ On time parts delivery, quality improvements, RM cost settlement, business value increase, cost reduction, NPD, productivity improvement, packing improvement
- ❖ Lead time reduction in NPD through and reduce cost.
- ❖ Effectively discuss with supplier on lead time reduction by using their testing facilities.
- ❖ Coordinate with different functions like Quality, R&D on part design finalization
- ❖ Interaction with designer during initial stage on part design to achieve part cost reduction.
- ❖ Supplier management in low volume models (worked for Indonesian market as well)

- ❖ Negotiation wrt to part development and tool cost settlement.
- ❖ During the last 3 years dealing many indirect material procurements.

### **PROFILE SUMMARY**

**I have worked in multiple departments during my 19 years of tenure, some of them are,**

- **NPD**
- **Regular material planning**
- **Cost negotiation**
- **Quality issue addressing**
- **Indirect materials (in Construction industry)**
- **Global sourcing (4 years China deputation)**
- **Supplier development**
- **Engine and vehicle Assembly**
- **Productivity improvement**
- **I have handled more than 50 suppliers both locally and internationally (China). I have stationed in China for 4 years as sourcing engineer (Travelled to more than 20 cities in China for sourcing)**
- ***Category of parts handled are forgings, castings, electrical and mechanical parts (gears, cam shaft, crank shaft, kick shaft, kick levers, cam gears, fork, Chain, cy block, cy head, crankcase, clutch cover, Piston, Bearings, Valves, magneto, chain and timing sprocket, wheel sprocket, drive chain, rear wheel drum, alloy wheels, shock absorber)***
- Worked in productivity improvements & achieved organization's cost reduction activities through weight optimization, design optimization, alternate material & processes etc. – **Cost reduction about 1 Cr**
- Contributed in supplier consolidation (many small supply bases are integrated and sub assembly done)
- Effective in communicating and networking with people across all category/section/depts. for smooth task execution to achieve organization goal
- Strong team player, can lead a team, highly self-motivated, goal oriented, dedicated person.

### **BRIEF ON WORK EXPERIENCE**

**Aug'18 to till date – Now working as Manager – Purchase TVS Emerald (a construction company of TVS group)**

Deputed in TVS Emerald for procurement of construction and non-construction building related materials. There are a lot of technical details are there similar to automobile field, (Including steel , cement and mechanical parts )

**Jun'14 to Jul'18 date – Working as deputy manager purchase for Indonesian 2-wheeler market**

Through local sourcing, I was dealing with more than 40 suppliers in India with approx. 100 parts (Category parts such as aluminum casting, forging, proprietary nature electrical and mechanical parts and also some imported parts)

**Responsible for,**

- NPD with target cost achievement through selection of suitable material and process optimization.
- Reduction of lead time by process optimization, common/standard parts usage and increase overall productivity and efficiency.
- Reduction in development cost by packing & transport optimization through supplier early involvement
- Part and Tool cost negotiation and settlement, Regular price settlement quarterly /half yearly/annually

- Regular procurement follow-up for on-time delivery (DWM - Daily Work Management)
- Quality issue addressing
- Alternate source development for supplier consolidated parts / sub assembly parts.

#### **Sep'08 to Aug'12 – Senior Engineer (Stationed in China as sourcing engineer for 4 years)**

- Deputed in China for 4 years and handled more than 30 suppliers directly to achieve target cost, **Travelled to more than 20 cities in China for sourcing.**
- Responsible from RFQ to Mass production
- Organize PO/LC/TT and regular weekly delivery and credit note if required
- Conduct regular inspection of parts before delivery and take necessary action.
- Achieve cost saving by alternate sourcing/VA-VE, increase supplier base in terms of quality and business

#### **Jan'07 to Aug'08 – Development engineer (working as back-end support for China sourcing team)**

- RFQ preparation and parts dispatch for development to China.
- Receive parts from China and organize part testing in coordination with Quality and R&D, as per share of business, and communicate to China for improvement if any.
- Interaction with PED in-house for facilitation and co-ordination of in-house machining, painting, welding, assembly line and other MIW activities for pre machined parts

#### **Jul'04 to Dec'06 – Team leader for Engine and vehicle assembly units**

- Planning the Production as per PPC in coordination with Machining, Painting, material Store, Gear shop
- Achieve production with the given man power (2 lines more than 150 workman).
- Achieve the PPM targets by Total Quality adherence (more than 15 poka-yoke have implemented).
- Development of new ideas for fixtures and gauges which help worker to reduce the work load and time

#### **TRAINING UNDERGONE**

- Leadership quality skills and Interpersonal skills
- Team building
- SPC
- Kaizen and Shop floor management

#### **PERSONAL DETAILS**

- Languages Known : English, Tamil
- Marital status : Married and have one son

#### **DECLARATION**

I declare hereby that, the above information furnished are true to the best of my knowledge and belief

Regards

S Mariappan